

WORKFORCE DEVELOPMENT BOARD
JANUARY 28, 2003 **8:30 A.M. TOMPKINS COUNTY**
PUBLIC LIBRARY

PRESENT: Rich Bohman, Lee Dillon, Mary Pat Dolan, Bob Fortier, Dammi Herath, Jack Little, Todd Mallinson, David Marsh, Jean McPheeters, Tim O'Neill, Mary Opperman, Alan Pedersen, John Rossi, Connie Sowards, Michael Stamm, Marty Turnbull

EXCUSED: Doug Czerwonka, Milt Goldstein, Mary Gould, Leslie Leonard, Joyce Maglione, Dennis Mastro, Lisa Patz, Irene Stein, Jeff Wesche

ABSENT: Barbara Blanchard, Nathan Carlisle, Thomas Colbert, Paul Gardner, Carl Haynes, Cindy Hoose, Doug McDonald, Scott Pronti, Steve White, Nancy Zahler

GUESTS: Audrey Edelman, Rusty Sumner, Audrey Edelman Real Estate; Carmen Munson, Challenge Industries; Charlie Gruman, TST BOCES; Nancy Caffrey, NYSDOL

STAFF: Debra Giordano, Jennifer Luu, Bernie Heath

CALL TO ORDER

Chairman Pedersen called the meeting to order at 8:37 a.m.

APPROVAL OF MINUTES

A lack of quorum at the meeting resulted in this item, along with the other items needing approval (the One-Stop Recertification from the Workforce Services Committee and the Performance Report from the Quality and Assessment Committee) being deferred to the March meeting.

REAL ESTATE TRENDS

The Board heard a presentation from Audrey Edelman, assisted by Rusty Sumner of Audrey Edelman Real Estate, on real estate trends in Tompkins County since 1980. The average selling price for a home in 2002 was \$137,432 versus \$52,195 in 1980. Homes have appreciated at a rate of 8-11 percent a year during that same timeframe.

A downturn in the economy in the early 1990's resulted in lower home prices and many sellers having to pay to offset closing costs. The market remained flat from 1989-1997, but in recent years has seen a dramatic upswing. In 2001-2002 there were record low mortgage rates and many investors switched from the stock market to home ownership. The terrorist attacks on September 11th also reinforced the desire for home ownership. Prices continue to increase because the

housing inventory has been very low.

In 2002 there were 95 fewer home sales than 2001. When the housing inventory begins to shrink, potential buyers will either pass on a community or consider construction, which has its own host of concerns. People want to build where there is public sewer, this results in a limited areas in which to build in Tompkins County.

Statistics indicate that 62 percent of homebuyers are local residents, whereas 38 percent are from out of town. Marital statistics show that 50 percent of homebuyers are married, 31 percent single, 12 percent single with partner, and 7 percent are unknown. First homeowners make up 42 percent of the buyers, 38 percent are people looking to relocate and the remainder are either looking for larger, smaller, or vacation homes.

Most homes in Tompkins County sold between March and May in 2001, and February to July in 2002. Sales in 2003 began in January, revealing an ever-expanding home buying season. People look to Tompkins County because of the favorable economic conditions, the low crime rate, and the excellent restaurants. Tompkins County was also rated in the top 25 places to raise a family.

People buy homes in other places instead of Tompkins County because of higher salaries, lower taxes, air transportation convenience, the lack of sewer permits in Tompkins County for new construction, and the anti-growth attitude toward new big business.

Future home sales in Tompkins County and the country are dependent on interest rates, the national economy and the world situation. The state of real estate in Tompkins County right now is very healthy and Ms. Edelman predicts home prices will continue to rise.

Ms. Edelman stated residents in Tompkins County are selling their homes because of retirements to a better climate, to buy in areas with lower taxes, and job opportunities in other areas.

Mr. Pedersen, on behalf of the Board, thanked Ms. Edelman and Ms. Sumner for providing a very informative presentation.

NEW TST BOCES PROGRAM

Mr. Gruman, Director of Career and Tech Programs at TST BOCES spoke about their recently acquired capacity to deliver CISCO training through their new CISCO Academy. The Academy will provide national Certified Cisco Network Associate certification to participants at the completion of the program. Four BOCES employees have been trained and BOCES is now ready to make the courses available to the community. The approximate cost per semester is \$900 per individual. The course takes four 70-hour semesters to complete. Optimum class size is ten participants and classes can begin at any time. Mr. Gruman is seeking

the assistance of the board in building a consortium of employers interested in the training for their appropriate IT staff. The consortium could then apply to the NYSDOL for a BUSINYS Grant that would cover 100% of the training cost.

Ms. McPheeters will send out a letter to appropriate Chamber members notifying them of this opportunity. Debbie will work with Charlie to identify potential businesses to approach.

HINCHEY'S VISIT

Mr. Pedersen thanked Ms. Giordano and staff at the Career Center for coordinating Congressman Hinchey's visit. He stated the Congressman supports the work of workforce development, but was unable to make any solid commitment because of the availability of funding.

EXECUTIVE DIRECTOR'S REPORT

Ms. Giordano distributed her report in writing. She introduced Carmen Munson, Program Manager of Welfare to Work Programs at Challenge Industry. Ms. Munson is part of the One-Stop Manager consortium at the Center. Ms. Munson provided a brief overview of the services provided at Challenge Industries.

ADJOURNMENT

The meeting adjourned at 9:42 a.m. The next meeting is scheduled for March 25, 2003, at 8:20 a.m. in the Borg Warner Room at the Tompkins County Library.

Minutes prepared by [Jennifer Luu](#).

Return to [Workforce Development](#) Home Page